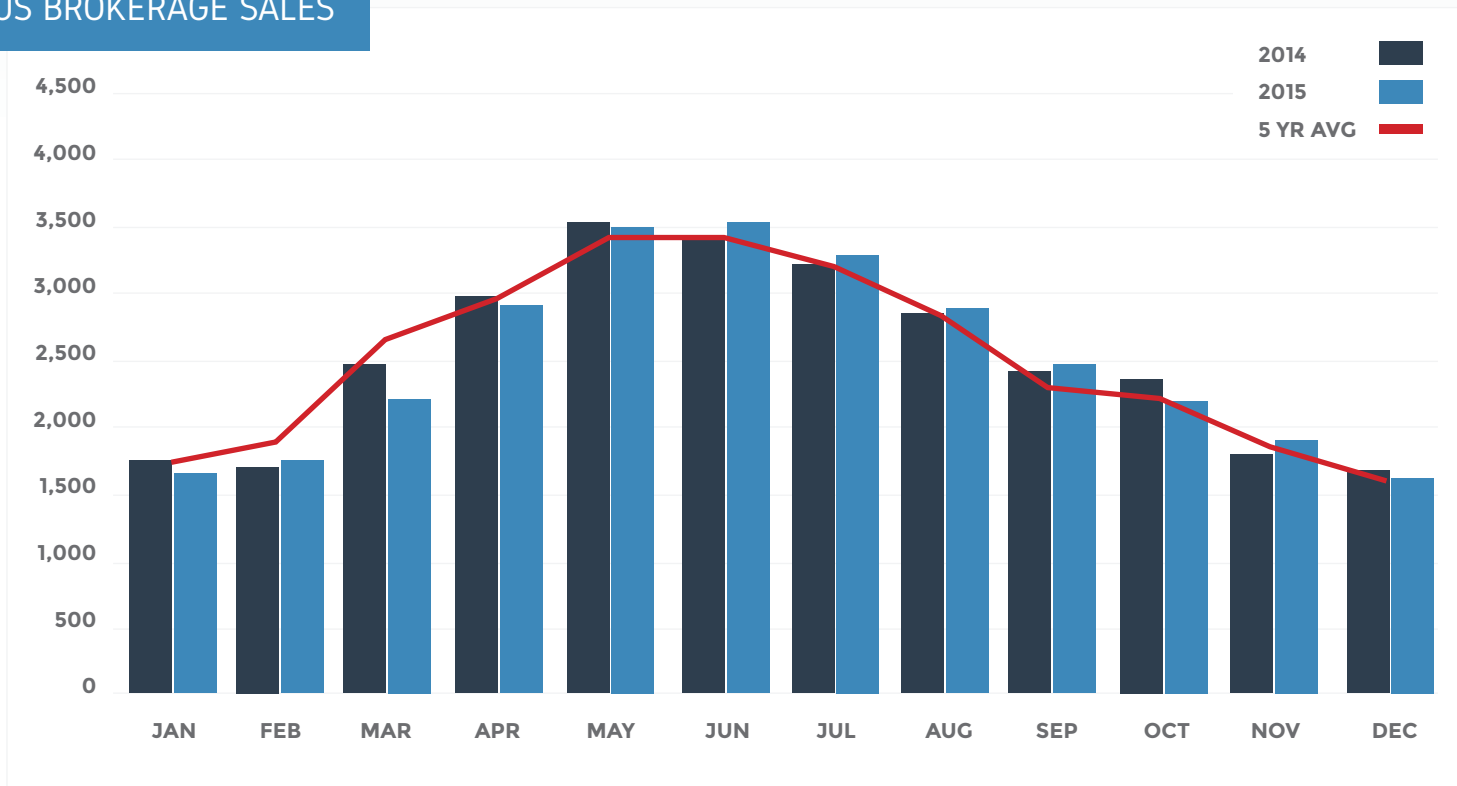


Soldboats Report, Dec. 2015: Market Ends Year with Slight Decline

The year 2015 ended for the U.S. brokerage market in almost exactly the same place as in 2014. December sales volume was down 23 boats, and for the year as a whole, a total of 30,077 boats were sold, off by 192 boats from 2014 when 30,269 boats changed hands.

According to YachtWorld member yacht brokerages reporting in SoldBoats, their proprietary database, the boats sold in December were collectively priced at \$256.8 million, 4 percent lower than in the previous December. But excluding boats in the volatile range of 80 feet and larger, sales value was down less than \$1 million.

US BROKERAGE SALES



The big-boat end of the market had a weaker month generally. Sales of boats 56 to 79 feet were down by 2 boats, with 59 sold, and the total price paid decreased from \$53.2 to \$44.6 million. Superyacht sales (80 feet and up) were down from 16 to 11 boats, with total sales declining from \$77 to \$62.9 million.

Sales volume increased incrementally among boats in all categories from 26 to 55 feet, with boat sales in the 46- to 55-foot range very strong, bringing in \$40.8 million, up \$7.6 million from December 2014. Remarkably, this increase happened even though sales volume increased by only 2 boats from 126 to 128 boats. Volume increased most, 3 percent, among boats 26 to 35 feet, with 602 boats sold, and total value up in the category from \$36.2 to \$38.3 million. If not for weak sales among boats under 26 feet, down from 403 to 360 boats, December sales volume would have surpassed December 2014.

For the year, the 30,077 boats sold drew a collective price of \$3.70 billion, up 2 percent from 2014, when the 30,268 boats sold brought in \$3.62 billion. The average price increased 3 percent from \$119,627 to \$123,066.

Powerboat sales held virtually even with 2014, with 24,710 boats sold. Sailboat sales declined 2 percent, with 5,376 boats sold.

-John Burnham